

Message Text

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PAGE 01 BUCAR 06589 231028Z

22

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 230935Z DEC 75
FM AMEMBASSY BUCHAREST
TO USDOC WASHDC
SECSTATE WASHDC 5974

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E.O. 11652: N/A

TAGS: BEXP, RO

SUBJECT: ROMANIAN PHOTOSENSITIVE PAPER PROJECT

1. DURING HIS MEETING WITH DEPY PM PATAN ON DECEMBER 22 AMBASSADOR RAISED QUESTION OF KODAK PROPOSAL FOR PHASED COOPERATION. PATAN INFORMED AMBASSADOR THAT GOR HAD ACCEPTED JAPANESE OFFER. JAPANESE FIRM, WHICH PATAN DID NOT IDENTIFY, AGREED TO PROVIDE PLANT AND TECHNOLOGY SATISFYING SPECIFICATIONS GIVEN BY ROMCHIM TO KODAK EARLIER. SINCE JAPANESE PREPARED TO PROCEED IMMEDIATELY, GOR HAD OPTED FOR JAPANESE APPROACH OVER KODAK LONGER-TERM COOPERATION PROPOSAL.

2. ALTHOUGH AMBASSADOR URGED PATAN TO LOOK AT OTHER POSSIBLE AREAS WITH KODAK, PATAN DID NOT COMMENT SPECIFICALLY ON SEPARATE KODAK OFFER TO SELL TOURIST FILM AND TO ASSIST WITH CONSTRUCTION OF FILM PROCESSING LABORATORIES, AND LIMITED HIMSELF TO VERY GENERAL STATEMENT OF WILLINGNESS TO CONSIDER OTHER IDEAS. DEPY MIN STEFAN (MFT), WITH WHOM STRONG OF KODAK HAD EXPLORED THIS CONCEPT IN OCTOBER, INFORMED DCM DECEMBER 18 THAT HE STILL PREPARED TO DISCUSS THIS POSSIBILITY WITH KODAK. WE ARE THEREFORE UNDER IMPRESSION THAT FATE OF THIS MORE MODEST COOPERATION IS INDEPENDENT OF GOR DECISION IN FAVOR OF JAPANESE ON LARGE PROJECT.

3. WE HAVE RELATED PATAN'S COMMENTS TO GHIMUS WHO WILL INFORM STRONG BY TELEX. EMBASSY UNDERSTANDS THAT GHIMUS EARLIER WROTE TO KODAK PATHE SUGGESTING FOLLOW-UP ON TOURIST
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PAGE 02 BUCAR 06589 231028Z

FILM/DEVELOPING LABS.

4. ACTION REQUESTED: WE ASK THAT USDOC CONVEY TO STRONG
AMBASSADOR'S DEEP PERSONAL APPRECIATION FOR TIME, MONEY AND
EFFORT KODAK EXPENDED HERE AND OUR REGRET THAT GOR ELECTED
COMPETITOR'S OFFER. SHOULD KODAK REMAIN INTERESTED IN SALES
OF TOURIST FILM AND CONSTRUCTION OF PROCESSING LABORATORIES
WE WILL BE PLEASED TO PURSUE WITH MFT AND ROMCHIM.
BARNES

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